Neha Khan

Education

Mtech In IT with 77% aggregate from Vikrant Institutes, Gwalior in 2017

BE in CS with 70% aggregate from NITM, Gwalior in 2010

Expertise

MS Office Tools

CRM Tool:

Leadsquared

Hubspot

Zoho

Freshsales

Sales Tools:

Apollo.io

Getprospects

Mr E

Lusha

Skills

Market Research

International Sales

Competitor analysis

B2B / B2C

Client Relationship

Negotiation

AWS Cloud

Business Development

Personal Summary

Experienced in Business development in the IT industry. Skilled in marketing analysis, client relations, international sales and marketing communication and planning to support software sales and product development.

I am seeking a position in an organization that has excellent work culture where I get the exposure to enhance my knowledge and skills, and work efficiently and effectively for the organization.

Job Profile - Experience

Working as a **BDM- Cloud Consultant** in Appsquadz Software, Noida from Feb 2023 to present.

- Managing a team of sales executives and responsible to achieve the team target.
- Responsible for finding prospects & analyzing client business requirements.
- Selling software & SAAS based products and give online demonstrations to the clients.

Worked as a **Customer Success Manager** in Digikull Education Pvt Ltd Noida from May 2021 till Feb 2023.

- Managing a team of sales executives and responsible to achieve the team target.
- Calling prospects and maintain database in CRM.

Worked as a **ISR** in Vedantu Innovations Pvt Ltd, from Jun 2020 till Apr 2021.

- Calling prospects and schedule meeting for online demo.
- Conversion of leads into Sales.

Worked as **Business Development Manager** in AanaxagorasR Software Pvt Ltd, Noida from Dec 2019 till May 2020.

- Analyze the client's business requirements and process through documents analysis.
- Complete the end to end sales process from lead generation to closure.
- Engage clients to gather software requirements/business rules and ensure alignments with technical team.

Worked as a **Business Development Executive** in Webkul Softwares from Jun 2018 till Oct 2019.

- Answering the presales queries of clients and suggests them the best possible solution.
- Selling of SAAS based products and ecommerce applications build on platform like Magento, Shopify, BigCommerce.
- Selling software and give online demonstrations to the clients about software.

Work experience

8+ years

Strengths

Self-motivated

Analytical Thinker

Team player

Fast Learner and tech savvy

Adaptable

Email

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LinkedIn

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Contact No.

+91-8920204332

Hobbies

Travelling

Watching Movies

Worked as a **BDE** in AAFT, Noida from Jan 2017 – May 2018

- Promotional activities on products like content marketing, SEO & SEM.
- Selling products to prospects and maintaining database and activity.

Worked as a **Lecturer** in Malwa Institute of Technology & Management from June 2012 till April 2014.

- Organize, maintain and manage class system in proper working condition.
- Teach students and learners about the technical subjects.

Worked as a Lecturer in HITSM, Gwalior from Aug 2010 till Sep 2011.